

## Message Text

UNCLASSIFIED

PAGE 01    CALCUT 01500 211228Z  
ACTION NEA-10

INFO OCT-01 EA-12 ISO-00 EB-08 /031 W  
-----064811 211941Z /43

R 210946Z AUG 78  
FM AMCONSUL CALCUTTA  
TO SECSTATE WASHDC 6813  
USDOC WASHDC  
AMEMBASSY NEW DELHI  
AMEMBASSY SINGAPORE  
AMCONSUL BOMBAY  
AMCONSUL MADRAS

UNCLAS CALCUTTA 1500

E.O. 11652: NA  
TAGS: BTIO IN  
SUBJECT: TRADE OPPORTUNITY: BAY MARINE, CALCUTTA SEEKS  
APPOINTMENTS AS SALES AGENT/REPRESENTATIVE FOR AMERICAN  
MANUFACTURERS PARTICIPATING IN ONGC-DEHRADUN ENDERS

REF: CALCUTTA 1403

1. CONGEN'S REFTTEL HAS REPORTED AN EARLIER PROPOSAL OF  
CAPT. RAY M. JOLLY, CHIEF EXECUTIVE, BAY MARINE, 1E  
SONALI, 8/2A ALIPORE PARK ROAD, CALCUTTA 700027, WEST  
BENGAL CONCERNING OIL INDIA, DULIAJAN, ASSAM'S EXPLORA-  
TORY DRILLING PROJECT.

2. CAPT. JOLLY HAS APPROACHED CONGEN WITH A FURTHER  
PROPOSAL CONCERNING THE TWO GLOBAL TENDERS RECENTLY  
FLOATED BY OIL AND NATURAL  
GAS COMMISSION (ONGC) OF  
DEHRADUN (U.P.)-(A) NO. DSP/IMP/DRL/523/SE/78 FOR  
WELL-HEAD

EQUIPMENT (CHRISTMAS TREES) DUE ON 9/18/78;  
AND (B) NO. DSP/IMP/GEOPHY/541/78 FOR SEISMIC  
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EQUIPMENT (OPENHOLE LOGGING UNIT, TOOLS AND  
PERFORATION EQUIPMENT), DUE ON 9/29/78. INASMUCH  
AS BOTH THESE TENDERS ORIGINATED FROM DEHRADUN  
(U.P.) POST PRESUMES AMEMBASSY NEW DELHI REPORTED  
THEM FOR DISSEMINATION.

3. CAPT. JOLLY HAS EXPRESSED HIS FIRM'S INTEREST IN

REPRESENTING AS SELLING AGENT, ON COMMISSION OR  
RETAINER BASIS, AMERICAN MANUFACTURERS PARTICIPATING  
IN BIDS AGAINST THE ABOVE MENTIONED ONGC TENDERS.

4. BAY MARINE, AS A FIRM, IS A NEWLY FORMED  
PROFESSIONAL ORGANIZATION, FUNCTIONING WITH THREE  
KEY PERSONNEL. HOWEVER, CAPT. JOLLY, IN VIEW OF  
HIS OWN PERSONAL SEVERAL YEARS OF MANAGEMENT  
EXPERIENCE WITH WORLD DRILLING ORGANIZATIONS AND HIS  
INFLUENTIAL CONTACTS IN THE RELATED FIELD, FEELS  
CONFIDENT OF EFFECTIVELY SERVING THE INTEREST OF  
THE AMERICAN MANUFACTURERS IN INDIA.

5. ACTION REQUESTED  
USDOC, AT ITS OWN DISCRETION, MAY DISSEMINATE CAPT.  
JOLLY'S PROPOSAL APPROPRIATELY. INTERESTED  
AMERICAN FIRMS MAY WRITE DIRECTLY TO CAP. RAY M.  
JOLLY, CHIEF EXECUTIVE, BAY MARINE, 1E SONAL  
I,  
8/2A ALIPORE PARK ROAD, CALCUTTA 700027.  
PERKINS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 21 aug 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014